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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 1, February 1986

MIDDLE ATLANTIC REGION (MAPA)

Bucknell University
Carnegie-Mellon University
Cedar Crest College
University of Delaware
Fairleigh Dickinson University - Teaneck
George Washington University
Grove City College
IUP - Indiana, PA
Lafayette College
Lehigh University
Lincoln University (PA)
New Jersey Institute of Technology
Pennsylvania State University
Pennsylvania State University - Capitol Campus
University of Pennsylvania
University of Pennsylvania - Wharton Graduate School
University of Pittsburgh
Princeton University
Rutgers University - Camden-College of Arts and Sciences
Rutgers University - New Brunswick
Villanova University
Virginia State University
West Virginia University

The 183 placement offices at the 161 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Middle Atlantic region.

The data are based on salary offers made to students graduating between September 1, 1985, and August 31, 1986. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (January 11 through February 7) and cumulatively (September 1 through February 7). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/86 THROUGH 2/7/86							CUMULATIVE PERIOD 9/1/85 THROUGH 2/7/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	43	826	$1780	$1789	$1879	$1750	$1666	174	2586	$1708	$1769	$1875	$1750	$1500
Business Administration & Management	2	122	2021	1671	*	*	*	17	455	1536	1637	*	*	*
Management Information Systems	+	64	+	1981				4	222	1983	1897	*	*	*
Marketing & Distribution	1	179	1500	1585	*	*	*	7	498	1521	1589	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Economics[2]	+	29	+	1675				4	82	1542	1649	*	*	*
Humanities	4	26	1437	1469	*	*	*	9	89	1291	1465	*	*	*
Social Sciences	+	83	+	1405				7	142	1456	1456	*	*	*
ENGINEERING														
Aerospace & Aeronautical	+	32	+	2334				6	175	2008	2287	*	*	*
Chemical	10	137	2588	2463	*	*	*	28	405	2476	2443	2750	2513	2258
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	3	122	2053	2032	*	*	*	9	384	2039	2003	*	*	*
Electrical (incl. Computer Engrg.)	28	579	2350	2313	2600	2407	1930	82	1855	2290	2299	2516	2375	1930
Geological	+	3	+	2000				+	10	+	2013			
Industrial	4	94	2313	2241	*	*	*	23	310	2280	2250	2500	2308	2100
Mechanical	17	308	2307	2313	*	*	*	44	1072	2261	2292	2550	2368	1930
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	3	15	2411	2364	*	*	*	6	66	2401	2315	*	*	*
Mining & Mineral	1	1	2250	2250	*	*	*	1	1	2250	2250	*	*	*
Nuclear (incl. Engrg. Physics)	+	8	+	2326				2	35	2372	2269	*	*	*
Petroleum	+	41	+	2809				2	114	3189	2755	*	*	*
Engineering Technology	3	37	2139	2182	*	*	*	6	170	2169	2180	*	*	*
SCIENCES														
Agricultural Sciences	+	35	+	1667				2	68	2245	1579	*	*	*
Allied Health Professions	+	1	+	1225				1	9	1041	1641	*	*	*
Biological Sciences	+	1	+	1583				2	12	2675	1751	*	*	*
Chemistry	+	9	+	1873				+	31	+	1975			
Computer Science	7	187	2109	2196	*	*	*	39	643	2200	2166	2558	2208	1625
Mathematics	6	23	2336	2114	*	*	*	11	67	1964	1984	*	*	*
Other Physical & Earth Sciences	1	5	2500	1607	*	*	*	2	32	2458	1834	*	*	*
Totals	133	2967						488	9533					

[1] Percentiles are computed on regional data
[2] Includes economics programs with both business and social science orientation
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY OCCUPATIONAL TITLE FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/86 THROUGH 2/7/86							CUMULATIVE PERIOD 9/1/85 THROUGH 2/7/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
ADMINISTRATIVE & MANAGEMENT														
Accountants & Auditors	43	817	$1780	$1793	$1879	$1750	$1666	174	2556	$1708	$1770	$1875	$1750	$1500
Business Administration	+	45	+	1567				3	136	1377	1632	*	*	*
Financial Analysts	+	22	+	1805				2	56	2525	1779	*	*	*
Management Trainee	3	223	1764	1636	*	*	*	20	599	1561	1603	2166	1396	1100
Personnel & Labor Relations	+	9	+	1443				3	34	1448	1606	*	*	*
COMPUTER & MATHEMATICAL														
Computer Programmers	4	122	2250	2092	*	*	*	11	408	1993	2063	*	*	*
Computer Scientists (incl. Systems Analysts)	9	147	2309	2186	*	*	*	37	432	2299	2166	2558	2275	1840
Mathematicians/Statisticians	3	14	2083	2119	*	*	*	8	41	1729	1859	*	*	*
MARKETING & SALES														
Advertising/Marketing	+	25	+	1675				2	99	1550	1672	*	*	*
Retail/Wholesale Sales	4	89	1500	1600	*	*	*	11	311	1535	1610	*	*	*
Technical Sales	+	40	+	1696				3	107	1536	1773	*	*	*
ALL OTHER OCCUPATIONS														
Communications Occupations	+	6	+	1369				1	33	1333	1710	*	*	*
Engineers (Engrg. Degree Required)	67	1310	2350	2317	2583	2400	1930	200	4443	2296	2292	2550	2375	1930
Farm & Natural Resources Management	+	8	+	1355				1	22	1990	1627	*	*	*
Health-Related Occupations	+	5	+	1318				+	19	+	1526			
Insurance & Real Estate Occupations	+	15	+	1748				4	35	1980	1709	*	*	*
Production Occupations	+	21	+	2043				1	70	1333	1994	*	*	*
Researchers—Nonscientific	+	7	+	1699				1	21	1167	1703	*	*	*
Researchers—Scientific	+	16	+	1859				5	62	2296	2015	*	*	*
Social Workers & Recreational Workers	+	17	+	1357				1	25	1541	1367	*	*	*
Transportation & Distribution Occupations	+	9	+	1767				+	24	+	1770			
Totals	133	2967						488	9533					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates

Inexperienced

(One Year Or Less Of Full Time, Non Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 1/11/86 THROUGH 2/7/86							CUMULATIVE PERIOD 9/1/85 THROUGH 2/7/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	1	49	$2000	$2150	*	*	*	2	194	$2000	$2110	*	*	*
MBA (Nontechnical Undergraduate)	+	68	+	2326				5	224	2308	2224	*	*	*
MBA (Technical Undergraduate)	+	10	+	2419				+	33	+	2467			
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	+	23	+	2180				+	42	+	2261			
Administration (incl. Public, Hospital, etc.)	1	1	2666	2666	*	*	*	2	2	2208	2208	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	+	1	+	1750				1	4	2000	2310	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	3	4	1289	1217	*	*	*	9	14	1328	1426	*	*	*
Social Sciences	+	7	+	1636				6	15	1479	1591	*	*	*
ENGINEERING														
Chemical	2	18	2625	2721	*	*	*	7	32	2455	2659	*	*	*
Civil (incl. Construction, Sanitary & Transportation Engrg.)	+	13	+	2494				1	44	1708	2433	*	*	*
Electrical (incl. Computer Engrg.)	1	73	3000	2819	*	*	*	3	162	3028	2810	*	*	*
Industrial	+	6	+	2762				+	12	+	2718			
Mechanical	1	26	2600	2767	*	*	*	7	83	2609	2721	*	*	*
Metallurgical (incl. Metallurgy & Ceramic Engrg.)[2]	+	9	+	2664				+	15	+	2634			
Nuclear (incl. Engrg. Physics)	+	3	+	3078				+	3	+	3078			
SCIENCES														
Chemistry	+	6	+	2125				+	9	+	2218			
Computer Science	4	28	2739	2847	*	*	*	11	80	2616	2708	*	*	*
Geology & Related Geological Sciences	+	8	+	2378				2	19	2118	2389	*	*	*
Mathematics	+	1	+	2400				+	9	+	2436			
Totals	13	354						56	996					

[1] Percentiles are computed on regional data

\+ No offers reported

* Not computed for fewer than 20 offers

[2] Previously reported under SCIENCES heading

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 1/11/86 THROUGH 2/7/86							CUMULATIVE PERIOD 9/1/85 THROUGH 2/7/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Nontech Undergraduate	+	15	+	$2459				2	60	$2709	$2383	*	*	*
MBA - Tech Undergraduate	+	3	+	3333				+	11	+	2643			
Over 2 to 4 years														
MBA - Nontech Undergraduate	+	16	+	2384				2	36	2167	2392	*	*	*
MBA - Tech Undergraduate	+	5	+	2756				+	11	+	2777			
Over 4 years														
MBA - Nontech Undergraduate	+	2	+	2621				+	12	+	2333			
MBA - Tech Undergraduate	+	2	+	3251				+	2	+	3251			
Totals	+	43						4	132					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	1	7	$3416	$3641	*	*	*	8	37	$3465	$3532	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	3	3608	3225	*	*	*	1	4	3608	2960	*	*	*
Electrical (incl. Computer Engrg.)	+	11	+	3835				1	30	3333	3742	*	*	*
Mechanical	+	1	+	2625				+	11	+	3486			
Metallurgical (incl. Metallurgy, Materials Engrg. /Science & Ceramics)[3]	+	3	+	3167				+	14	+	3479			
SCIENCES														
Chemistry	+	15	+	3108				5	38	2350	3049	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Acturarial Science)	+	1	+	2491				+	2	+	2671			
Physics	+	7	+	3451				4	28	3431	3505	*	*	*
Totals	2	48						19	164					

[1] Years of previous full-time, nonmilitary employment
[2] Percentiles are computed on regional data
+ No offers reported
* Not computed for fewer than 20 offers
[3] Previously reported under SCIENCES heading

FEBRUARY 1986 MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 01/11/86 THROUGH 02/07/86 PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC	AUTO.MECH-EQPT	BLDG MATERIAL
ACCOUNTING	1776 1875 1666	40							
BUSINESS ADMINISTRATION &					1875	1			
MANAGEMENT INFO SYSTEMS									
MARKETING & DISTRIBUTION			1500	1					
ECONOMICS									
HUMANITIES					1437	4			
SOCIAL SCIENCES									

FEBRUARY 1986 MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 01/11/86 THROUGH 02/07/86

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
AEROSPACE & AERONAUTICAL												
CHEMICAL												
ELECTRICAL(INCL COMP ENG)	2166	1	2583	1			2393	7				
CIVIL							2383	1			1888	2
GEOLOGICAL												
INDUSTRIAL	2250	1										

FEBRUARY 1986 MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 01/11/86 THROUGH 02/07/86

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO,MECH-EQPT	BLDG MATERIAL
MECHANICAL				2183 1		
METALLURGICAL						
MINING & MINERAL						
NUCLEAR						
PETROLEUM						
ENGINEERING TECHNOLOGY			2000 1			

FEBRUARY 1986 MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 01/11/86 THROUGH 02/07/86

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO MECH-EQPT		BLDG MATERIAL	
AGRICULTURAL												
ALLIED HEALTH PROFESSIONS												
BIOLOGICAL												
CHEMISTRY												
COMPUTER SCIENCE	2166	1	1958	2								
MATHEMATICS	1916	1							2375	2		
OTHER PHYSICAL & EARTH												

FEBRUARY 1986 MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 01/11/86 THROUGH 02/07/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM.FAB METAL
ACCOUNTING	1750	2					
BUSINESS ADMINISTRATION & MANAGEMENT INFO SYSTEMS							
MARKETING & DISTRIBUTION							
ECONOMICS							
HUMANITIES							
SOCIAL SCIENCES							

FEBRUARY 1986 MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FERRUARY 1986 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 01/11/86 THROUGH 02/07/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM.FAB METAL	
AEROSPACE & AERONAUTICAL												
CHEMICAL	2536	6										
ELECTRICAL(INCL COMP ENG)					2406	8						
CIVIL												
GEOLOGICAL												
INDUSTRIAL	2375	1	2200	1					2425	1		

FEBRUARY 1986 MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 01/11/86 THROUGH 02/07/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM.FAB METAL	
MECHANICAL	2525	3			2583	1			2550	1	2355	5
METALLURGICAL											2411	3
MINING & MINERAL												
NUCLEAR												
PETROLEUM												
ENGINEERING TECHNOLOGY					2208	2						

FEBRUARY 1986 MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 01/11/86 THROUGH 02/07/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM.FAB METAL	
AGRICULTURAL												
ALLIED HEALTH PROFESSIONS												
BIOLOGICAL												
CHEMISTRY												
COMPUTER SCIENCE			1625	1	2416	1						
MATHEMATICS					2396	2						
OTHER PHYSICAL & EARTH												

FEBRUARY 1986 MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 01/11/86 THROUGH 02/07/86

CURRICULUM	PETROLEUM	RESEARCH, CON	UTILTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING	2020 1					
BUSINESS ADMINISTRATION &		2166 1				
MANAGEMENT INFO SYSTEMS						
MARKETING & DISTRIBUTION						
ECONOMICS						
HUMANITIES						
SOCIAL SCIENCES						

FEBRUARY 1986 MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 01/11/86 THROUGH 02/07/86

CURRICULUM	PETROLEUM		RESEARCH, CON		UILTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AEROSPACE & AERONAUTICAL												
CHEMICAL	2686	3			2608	1						
ELECTRICAL(INCL COMP ENG)	2550	1	2437	1	2486	5	1912	4				
CIVIL												
GEOLOGICAL												
INDUSTRIAL												

FEBRUARY 1986 MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 01/11/86 THROUGH 02/07/86

CURRICULUM	PETROLEUM		RESEARCH, CON		UILTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MECHANICAL	2540	1			2290	1	1930	4				
METALLURGICAL												
MININC & MINERAL	2250	1										
NUCLEAR												
PETROLEUM												
ENGINEERING TECHNOLOGY												

FEBRUARY 1986 MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 01/11/86 THROUGH 02/07/86

CURRICULUM	PETROLEUM		RESEARCH, CON		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURAL												
ALLIED HEALTH PROFESSIONS												
BIOLOGICAL												
CHEMISTRY												
COMPUTER SCIENCE					2517	1	2125	1				
MATHEMATICS					2558	1						
OTHER PHYSICAL & EARTH			2500	1								

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 01/11/86 THROUGH 02/07/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBRUARY 1986 MAPA REGIONAL INTERIM REPORT

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL	
MBA--NON-TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MBA--TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 01/11/86 THROUGH 02/07/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FERRUARY 1986 MAPA REGIONAL INTERIM REPORT

CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM.FAB METAL
MBA--NON-TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MBA--TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 01/11/86 THROUGH 02/07/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBRUARY 1986 MAPA REGIONAL INTERIM REPORT

CURRICULUM	PETROLEUM	RESEARCH, CON	UILTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA--NON-TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MBA--TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /